From: Hughes, Ernie
To: Monise Brabham; Liss, Donna
Subject: Re: Answers
Date: Monday, April 08, 2019 9:30:29 PM

Monise, thank you for the quick response! I have copied Donna on the response.

Ernie

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On Mon, Apr 8, 2019 at 4:14 PM -0500, "Monise Brabham" <RBrabham@publishingconcepts.com> wrote:

> Dr Hughes,
>
> Below are the questions and answers from our earlier conversation. Please share with Donna and let me know if they are acceptable and that we can move forward. Once I get a reply email with acceptance, I will update and resend the revised agreement.
>
> Q & A's
> 1- Can we explain how the data in the digital directories is not shareable/printable/changeable. I explained that the data is encrypted but they believe there are still ways around that and is a concern due to the GDPR.
> The Digital Directory houses the data in a local Filemaker Database. All PII related information (Address, Telephone, etc) is then encrypted in that database using AES256 bit encryption. The data stays encrypted until a single member's record is displayed on the screen; at which time the data is decrypted and displayed (the underlying data in the database is never stored unencrypted).
>
> PDF is not used in the Digital Directory product with the sole exception of the cover and intro portion of the directory which is made available as a PDF in the Digital product.
>
> 2- Can I add that "Alumni can purchase a max of 1 package during this project"
> Yes, CHANGE NUMBER 2 in terms and conditions to the following:
> 2. COMPANY'S OBLIGATIONS. Company will (i.) fulfill its obligations as set forth on the Project Specifications and these Terms and Conditions; (ii.) provide Client with camera-ready artwork and copy for publicizing the Project; (iii.) handle all sales, order processing, billing and collections (NOTE: PURCHASES OF DIRECTORIES WILL BE LIMITED TO ONE PER ALUMNUS); (iv.) be responsible for all expenses incurred in the performance of the Project, except for those outlined under "Client's Obligations" below.
>
> 3- Can I add LESS ALL LICENSING FEES to Section 8 (on line 3 after "all funds derived from orders")
> Yes, make the change
>
> 4- I know they can opt out or suppress fields but is there a part of the script that actually asks

them if they would like to?
The following is standard in the opening of the script for all calls:
Well, Barbara Conrad, we're in the process of creating the new 2019 Wilmington University 50th Anniversary Alumni Directory. It's the first one in 9 years, so we're very excited about it!

As I go through your information, let me know if we need to change or exclude anything.

I'll give you the opportunity to reserve a copy, as well, but first let's make sure we have everything listed exactly as you'd like it to appear.

5- 2 additional references:
- Iowa State University: Scott Dahl
- Arkansas State University: Lindsay Burnette
And our contact at LSU was Steve Helmke

I know we are getting closer to wrapping up so I hope this is all helpful.

Thanks,
Monise

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